

# CONTRACT

**WGNT**  
**720 Boush Street**  
**Norfolk, VA 23510**  
**(757)446-1000**

<u>Contract / Revision</u> 561213 /		<u>Alt Order #</u> 07890699
<u>Product</u> SEIU		
<u>Contract Dates</u> 09/18/12 - 09/24/12		<u>Estimate #</u> 112/119/1435
<u>Advertiser</u> SEIU - Service Employees International Union		<u>Original Date / Revision</u> 08/21/12 / 08/21/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WGNT	<u>Account Executive</u> Jamie Andrus	<u>Sales Office</u> Washington, D.C.
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u> 112	<u>Product Code</u> 119
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

**Waterfront Strategies**  
**1010 Wisconsin Avenue**  
**Suite 800**  
**Washington, DC 20007**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	All	09/18/12	09/21/12	4-5p M-F CW	4p-5p		:30			NM	2	\$470.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-TWTF--				2	\$235.00			
2	All	09/18/12	09/21/12	6p-7p M-F	6p-7p		:30			NM	1	\$415.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-TWTF--				1	\$415.00			
3	All	09/23/12	09/23/12	4-5p Sun	4p-5p		:30			NM	1	\$170.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-----S				1	\$170.00			
4	All	09/23/12	09/23/12	6p-7p Su	6p-7p		:30			NM	1	\$190.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-----S				1	\$190.00			
5	All	09/18/12	09/21/12	7p-8p M-F	7p-8p		:30			NM	2	\$1,080.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-TWTF--				2	\$540.00			
6	All	09/22/12	09/22/12	ACC Football	12p-CC		:30			NM	1	\$755.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-----S-				1	\$755.00			
<b>Totals</b>											<b>8</b>	<b>\$3,080.00</b>

Time Period	# of Spots	Gross Amount	Net Amount
08/27/12 - 09/23/12	8	\$3,080.00	\$2,618.00
<b>Totals</b>	<b>8</b>	<b>\$3,080.00</b>	<b>\$2,618.00</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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